



# Data Synchronization for the Army Medical Department

Joint Data Synchronization  
Working Group Update – 30 July  
2003

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30 July



# Goal

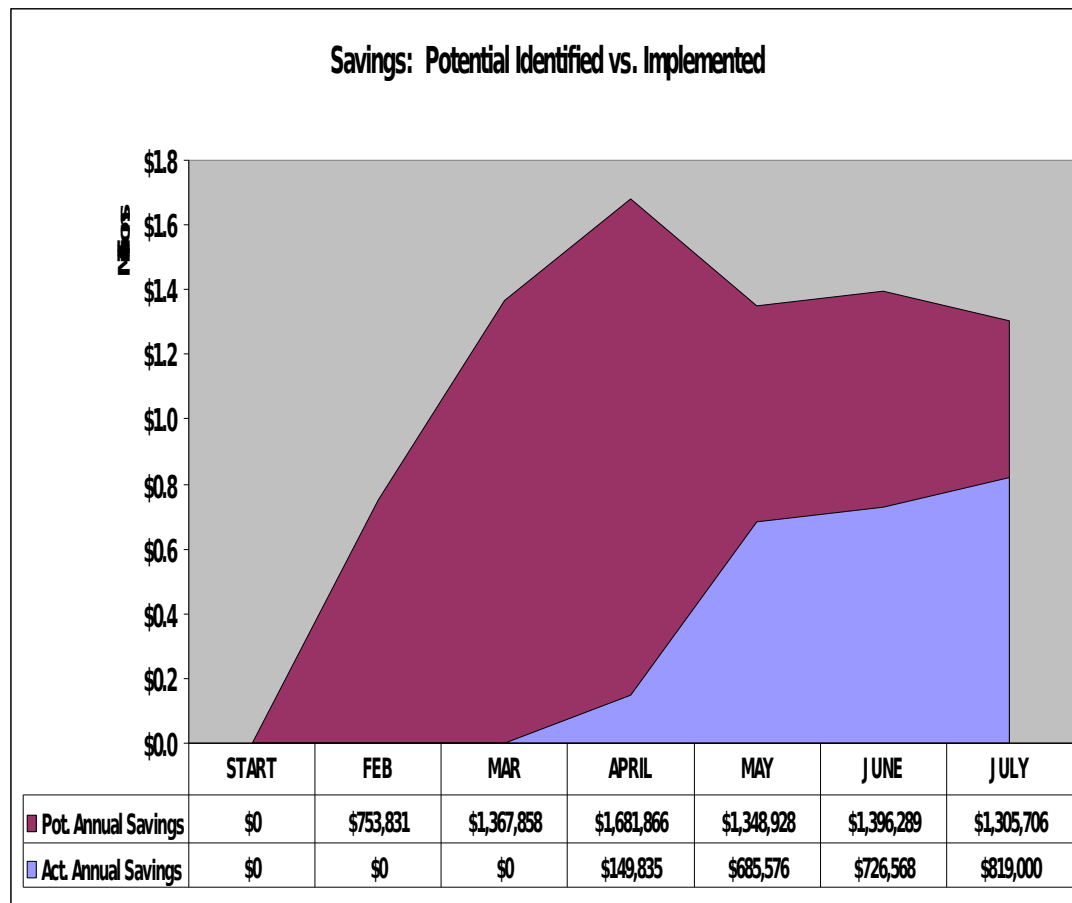
- Synchronize AMEDD pilot site records with the supply chain to
  - Take advantage of best pricing available
  - Increase efficiency through e-Commerce



# Method

- Extract data from pilot site logistics systems
- Cleanse the data – add and/or correct
  - Manufacturer names & part numbers
  - Packaging data
- Compare to DAPA, ECAT, PV & other files
  - Identify opportunities to get best pricing available
  - Identify high volume items without existing contracts to DSCP for contracting action
  - Focus on high volume/high dollar items first

# Results so far...



## Metrics

- Product Cost Savings (80% of ROI)**
  - FY03 Goal: \$500K**
  - FY03 Realized: \$819K of \$1,305,706**
- Productivity Enhancement (increase in e-Commerce - 20% of ROI)**
  - FY03 Realized: 136 hrs/\$2,100**
  - \$339,850 switched to e-Commerce**
- Recommendations**

TOTAL	ACCEPTED	REJECTED	OPEN>30 days
110	47	52	8

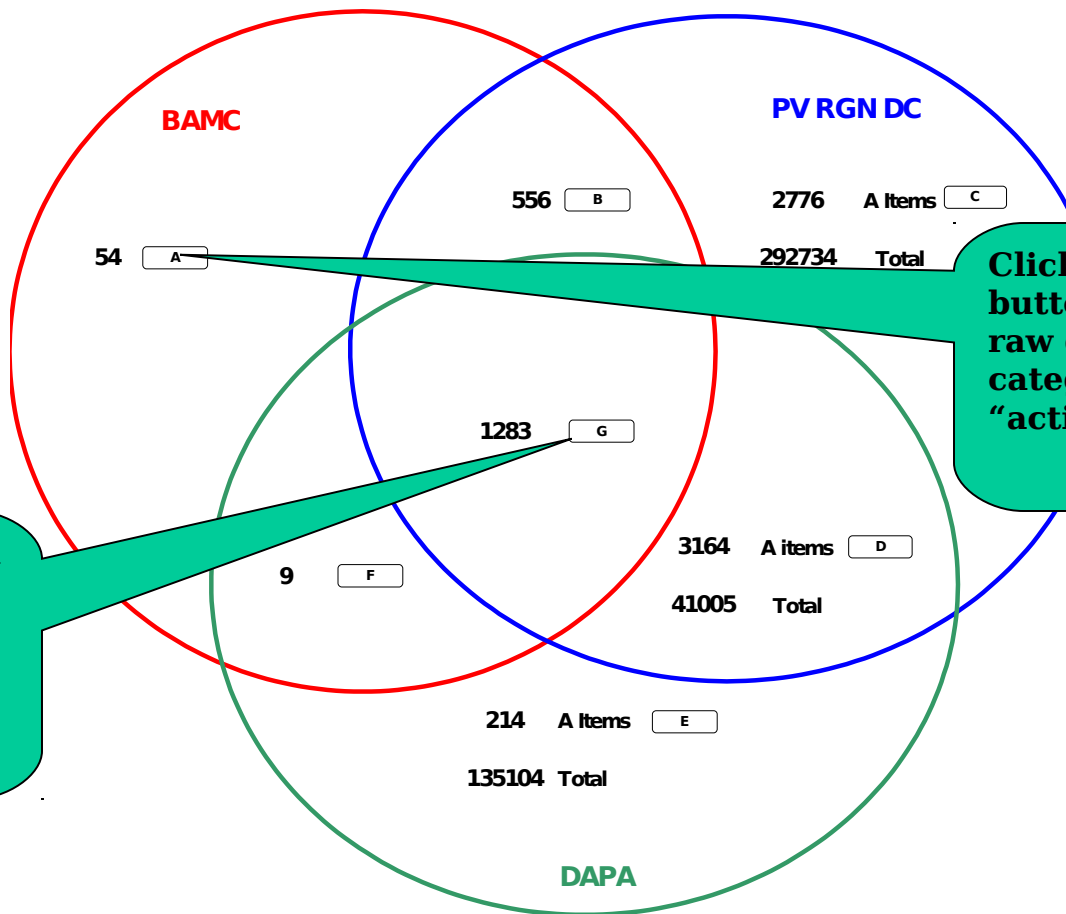


# Sample Finding 1

Prime Vendor Sync Venn Between BAMC, PV RGN DC and DAPA



Press the button to see the full details.



Clicking on Button G brings up a list in descending dollar value sequence of potential savings (price paid vs. contract price).

Clicking on any button brings up raw data in basic categories of "actionable" items

- A - BAMC Only
- B - BAMC and PV RGN DC
- C - PV RGN DC Only
- D - PV RGN DC and DAPA
- E - DAPA Only
- F - DAPA and BAMC
- G - DAPA, BAMC and PV RGN DC

**BAMC** bamc250603\_use.txt  
bamc250603\_cat.txt

**DAPA** DAPA\_ItemFile\_05\_03.mdb  
MSPriceFile\_05\_03.mdb

**PV RGN DC** DODPlantInfo.xls  
File\_0122\_2003.txt

**1902 Unique BAMC Records**  
**177401 Unique DAPA Records**  
**335574 Unique PV RGN DC Records**

6/25/2003  
6/25/2003  
5/28/2003  
5/28/2003  
3/14/2003  
1/22/2003



# Sample Finding 1

Clicking on Button G brings up a list in descending dollar value sequence of potential savings (price paid vs. contract price).

## BAMC, DAPA and PV RGN DC Materials <G>

1283 Unique Item Records

Hosp. Yearly Avg Demand	Hosp. Yearly Expenditure	Stripped Mfg Part #	Hosp. Description	Hosp. Purch. UOM	Hosp. Purch. Price	San Antonio Velocity Code	DAPA #	DAPA Price	DAPA Aggregated Item Velocity Code	Hospital Price - DAPA Price (Price Diff.)	Possible Yearly Savings (Price Diff. X Qty Demand)
305	47,988.70	20390	CIDEX OPA	CS	157.34	A	SP0200-02-H-0027	108.06	A	49.28	15030.4



# Sample Finding

Common item in use at most DoD MTFs. Price problem corrected DoD wide.

C Data Synchronization Project Recommendation Status Report							
Finding ID	Finding Type	Item Stock Number	Nomenclature	Potential Annual Savings	Potential \$ Switched to PV	Potential \$ Switched to ECAT	Change Made?
<b>BAMC PV</b>							
<a href="#">PV   JULY 1</a>	Price Investigation	20390	CIDEX OPA	\$15,033	\$0	\$0	
<a href="#">PV   JULY 2</a>	Price Investigation	H4X765P521410	PIPET J UMBO BULB DISP	\$5,443	\$0	\$0	
<a href="#">PV   JULY 3</a>	Price Investigation	UMH47100EZCAP	EZ CAPS C02 DETECT	\$4,103	\$0	\$0	
<a href="#">PV   JULY 4</a>	Price Investigation	H452036	MASK BIPAP FULL MD	\$3,402	\$0	\$0	
<a href="#">PV   JULY 5</a>	Price Investigation	H452038	MASK BIPAP FULL LG	\$2,037	\$0	\$0	
<a href="#">PV   JULY 6</a>	Price Investigation	UMH6V556752	TRAY, INSTRUMENT GP	\$1,875	\$0	\$0	
<a href="#">PV   JULY 7</a>	Price Investigation	114661	GRD CMPR STKGS WAIST LNG 20-30	\$57	\$0	\$0	

FINDING BAMC PV   JULY 1				<a href="#">Back to Master Report</a>
Current Purchase:	CIDEX OPA	Recommended Purchase:	CIDEX OPA	
Hospital Stock #	20390	Hospital Stock #	20390	
PV Order #	JJ 20390	PV Order #	JJ 20390	
Manufacturer	ADVANCED STERILIZATION PRODUCT	Manufacturer	ADVANCED STERILIZATION PRODUCT	
Catalog #	20390	Catalog #	20390	
Current Price	\$157.34	Alternate Price	<b>\$108.05</b>	
Packaging	CS	Packaging	CS	
Quantity	4	Quantity	4	
UM Cost	\$39.335	UM Cost	<b>\$27.013</b>	
Yearly Expenditure	\$47,989	Yearly Expenditure	<b>\$32,955</b>	
Yearly Demand	305	Savings	<b>\$15,033</b>	
Rank of Item		Issue	There is a BASE UNCOMMITTED price under DAPA Contract Number SP0200-02-H-0027 with a manufacturer DAPA Holder of ADVANCED STERILIZATION PRODUCT	
Current SOS	PVM	Category	Price Investigation	
		NOTE	Contract is effective 6/1/03 - 9/30/03. Has DAPA velocity code of A and is available from both the Grand Prairie and San Antonio warehouses.	



Summary Search Results - Unit ID:ZZZZZZ Name:ALL CUSTOMERS

Item Description: ORTHOPHTHALALDEHYDE 0.55% 1 GALLON

Supplemental Description: CIDEX OPA NDC:

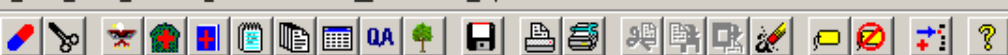
Manufacturer: ADVANCED STERILIZATION PRODUCT NSN:

Part #: 20390 UPN:

Short Description	SOS	U/P	Packaging of U/P	Manuf	Price	UM Price	SBI	Item Description
DISINFECTANT GP 4S	JDC	BT	4EA	ETHICON INC	\$48.80	\$12.20000		DISINFECTANT GP HIGH LEVEL GLUTERA
CIDEX OPA	PVM	GA	1GA	ADVANCED STERILIZATION PR	\$92.46	\$92.46000	N	ORTHOPHTHALALDEHYDE 0.55% 1 GALL
	BPA			Modern Laboratory Services	\$193.40	\$193.40000		CIDEX OPA DISINFECTANT 4x1gal
ORTHOPHTHALALDEHYDE 0.55% 1 GALLON	---			JOHNSON & JOHNSON MEDICA	\$0.00	\$0.00000		ORTHOPHTHALALDEHYDE 0.55% 1 GALL







Summary Search Results - Unit ID:ZZZZZZ Name:ALL CUSTOMERS

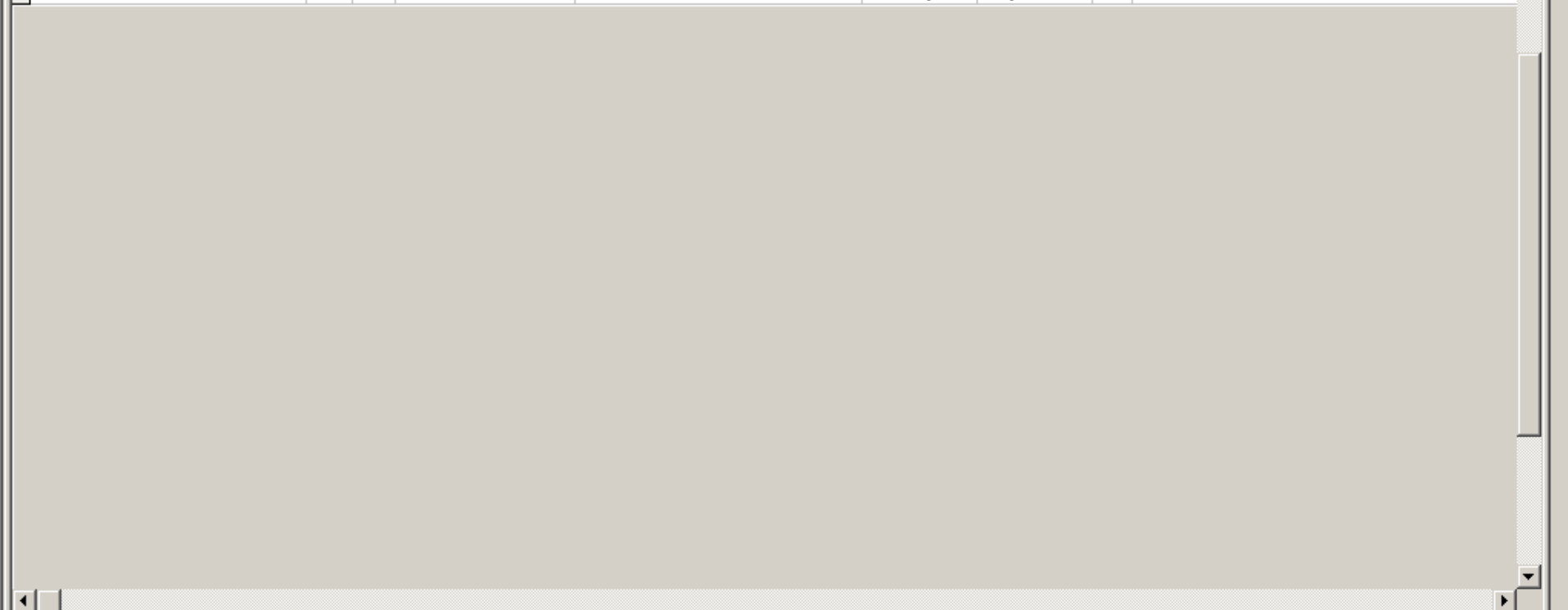
Item Description: ORTHOPHTHALALDEHYDE 0.55% 1 GALLON

Supplemental Description: CIDEX OPA NDC:

Manufacturer: ADVANCED STERILIZATION PRODUCT NSN:

Part #: 20390 UPN:

	Short Description	SOS	U/P	Packaging of U/P	Manuf	Price	UM Price	SBI	Item Description
<input type="checkbox"/>	DISINFECTANT GP 4S	JDC	BT	4EA	ETHICON INC	\$48.80	\$12.20000		DISINFECTANT GP HIGH LEVEL GLUTERA
<input checked="" type="checkbox"/>	CIDEX OPA	PVM	CS	4GA	ADVANCED STERILIZATION PR	\$98.49	\$24.62250	N	ORTHOPHTHALALDEHYDE 0.55% 1 GALL
<input type="checkbox"/>	ORTHOPHTHALALDEHYDE 0.55% 1 GALLON				JOHNSON & JOHNSON MEDICA	\$0.00	\$0.00000		ORTHOPHTHALALDEHYDE 0.55% 1 GALL



# Sample Finding 1

C Data Synchronization Project Recommendation Status Report							
Finding ID	Finding Type	Item Stock Number	Nomenclature	Potential Annual Savings	Potential \$ Switched to PV	Potential \$ Switched to ECAT	Change Made?
<b>BAMC PV</b>							
<a href="#">PV   JULY 1</a>	Price Investigation	20390	CIDEX OPA	\$15,033	\$0	\$0	
<a href="#">PV   JULY 2</a>	Price Investigation	H4X765P521410	PIPET J UMBO BULB DISP	\$5,443	\$0	\$0	
<a href="#">PV   JULY 3</a>	Price Investigation	UMH47100EZCAP	EZ CAPS C02 DETECT	\$4,103	\$0	\$0	
<a href="#">PV   JULY 4</a>	Price Investigation	H452036	MASK BIPAP FULL MD	\$3,402	\$0	\$0	
<a href="#">PV   JULY 5</a>	Price Investigation	H452038	MASK BIPAP FULL LG	\$2,037	\$0	\$0	
<a href="#">PV   JULY 6</a>	Price Investigation	UMH6V556752	TRAY, INSTRUMENT GP	\$1,875	\$0	\$0	
<a href="#">PV   JULY 7</a>	Price Investigation	114661	GRD CMPR STKGS WAIST LNG 20-30	\$57	\$0	\$0	

FINDING BAMC PV   JULY 1				<a href="#">Back to Master Report</a>
Current Purchase:	CIDEX OPA	Recommended Purchase:	CIDEX OPA	
Hospital Stock #	20390	Hospital Stock #	20390	
PV Order #	JJ 20390	PV Order #	JJ 20390	
Manufacturer	ADVANCED STERILIZATION PRODUCT	Manufacturer	ADVANCED STERILIZATION PRODUCT	
Catalog #	20390	Catalog #	20390	
Current Price	\$157.34	Alternate Price	\$108.05	
Packaging	CS	Packaging	CS	
Quantity	4	Quantity	4	
UM Cost	\$39.335	UM Cost	\$27.013	
Yearly Expenditure	\$47,989	Yearly Expenditure	\$32,955	
Yearly Demand	305	Savings	\$15,033	
Rank of Item		Issue	There is a BASE UNCOMMITTED purchase order for Contract Number SP0200-02-H-0027 with a manufacturer DAPA Holder of ADVANCED STERILIZATION PRODUCT	
Current SOS	PVM	Category	Price Investigation	
		NOTE	Contract is effective 6/1/03 - 9/30/03. Has DAPA velocity code of A and is available from both the Grand Prairie and San Antonio warehouses.	

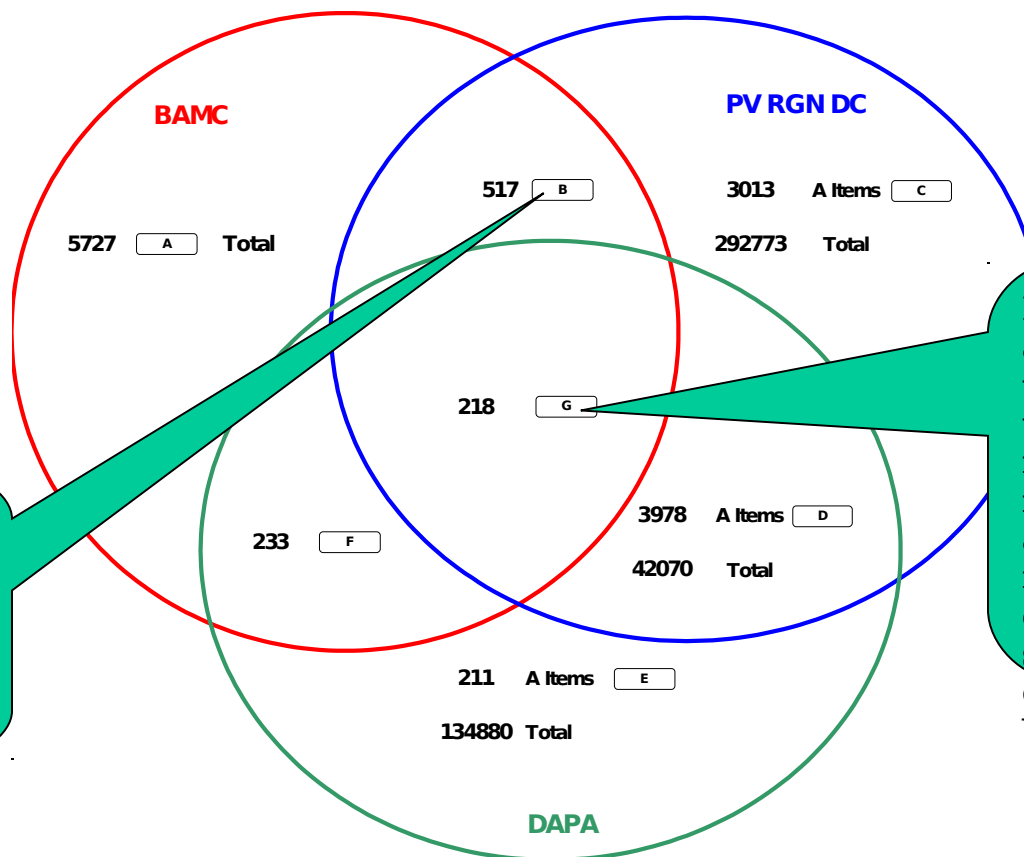
**\$15,033 saved at BAMC....nearly \$25,000 between both Army sites! Still totalling DoD-wide impact.**

# Sample Finding 2

## Non-Prime Vendor Sync Venn Between BAMC, PV RGN DC and DAPA



Press the button to see the full details.



Behind Button B is a list of another 517 items that matched only the PV file, making them candidates for ACPOP.

Behind Button G is a list of 218 items that matched both the Prime Vendor file and the DAPA file on mfg name and part number, making them candidates for a switch from credit card to Prime Vendor.

- A - BAMC Only
- B - BAMC and PV RGN DC
- C - PV RGN DC Only
- D - PV RGN DC and DAPA
- E - DAPA Only
- F - DAPA and BAMC
- G - DAPA, BAMC and PV RGN DC

**BAMC** bamc250603\_use.txt  
bamc250603\_cat.txt  
**DAPA** DAPA\_ItemFile\_05\_03.mdb  
MSPriceFile\_05\_03.mdb  
**PV RGN DC** DODPlantInfo.xls  
File\_0122\_2003.txt  
**6695 Unique BAMC Records**  
**177401 Unique DAPA Records**  
**335574 Unique PV RGN DC Records**

6/25/2003  
6/25/2003  
5/28/2003  
5/28/2003  
3/14/2003  
1/22/2003



# Sample Finding 2

Clicking on Button G brings up a list in descending dollar value sequence of potential savings (price paid vs. contract price).

## BAMC, DAPA and PV RGN DC Matches <G>

218 Unique Item Records

Hosp. Yearly Avg Demand	Hosp. Yearly Expenditure	Stripped Mfg Part #	Hosp. SOS	Hosp. Vendor Order #	Hosp. Description	Hosp. Purch. UOM	Hosp. Purch. Price	PV Order #	San Antonio Velocity Code	DAPA #	DAPA Price	DAPA Aggregated Item Velocity Code	Hospital Price - DAPA Price (Price Diff.)	Possible Yearly Savings (Price Diff. X Qty Demand)
87	14,790.00	2516	LCG	2516	ELECTRODE, DEFIB NS SELF-ADH.	CS	170.00	PA2516		SP0200-94-H-5042	153.59		16.41	1,427.67
10	1,570.50	DYKDG1786	S9M	6530008901786	PATIENT UTIL KIT PLAS	EA	157.05	DYKDG1786		DLA120-93-H-5170	16.25	C	140.80	1,408.00
6	7,164.00	0112970	LCK	0112970	MESH PLUG LARGE 6S	CS	1,194.00	DC0112970		SP0200-00-H-0057	1,012.63	A	181.37	1,088.22
197	8,037.60	0210	LDG	WM0210	VIXONE SMALL VOLUME	CS	40.80	WME0210	A	SP0200-95-H-5055	36.21	A	4.59	904.23
6	7,164.00	0112970	LCK	0112970	MESH PLUG LARGE 6S	CS	1,194.00	DC0112970		SP0200-02-H-0073	1,053.22	A	140.78	844.68
197	8,037.60	0210	LDG	WM0210	VIXONE SMALL VOLUME	CS	40.80	WME0210	A	SP0200-98-H-0102	37.47	A	3.33	656.01
4	2,454.80	1010020	LCK	1010020	AVITENE POWDER 1GM	BX	613.70	DC1010020		SP0200-96-H-5002	466.27	A	147.43	589.72
2	608.02	D25L	LHC	D-25L	SENSOR OX MONIT ADL24	CS	304.01	D-25L		SP0200-99-H-0018	19.02	A	284.99	569.98
6	948.30	270	L2C	2-70	FORCEPS TRACH TU ADL	EA	158.05	2-70		SP0200-98-H-0068	78.34	B	79.71	478.26



# Sample Finding 2

Line from the raw data list displayed as a recommendation,

hyperlinked to details

Data Synchronization Project Recommendation Status Report (below)											
Finding ID	Finding Type	Item Stock Number	Item Name	Potential Annual Savings	Potential \$ Switched to PV	Potential \$ Switched to ECAT	Change Made?	Actual Projected Annual Savings	Actual Projected \$ Switched to PV	Actual Projected \$ Switched to ECAT	
<b>BAMC NONPV</b>											
<a href="#">NONPV JULY 1</a>	Switch to PV	2516	ELECTRODE, DEFIB NS SELF-ADH	\$1,428	\$13,362			\$0	\$0	\$0	
<a href="#">NONPV JULY 2</a>	Switch to PV	H143863	MICROPUNCTURE ST 4FR 14	\$149	\$1,138			\$0	\$0	\$0	
<a href="#">NONPV JULY 3</a>	Switch to PV	10342	SHOE DH PRESSURE RELIEF LG	\$87	\$855			\$0	\$0	\$0	

\$13,362 increase in e-Commerce and PV sales through DSCP

<b>FINDING BAMC NONPV JULY 1</b>		<a href="#">Back to Master Report</a>	
Current Purchase:	ELECTRODE, DEFIB NS SELF-ADH	Recommended Purchase:	ELECTRODE, DEFIB NS SELF-ADH
Hospital Stock #	2516	<b>Hospital Stock #</b>	2516
PV Order #	2516	<b>PV Order #</b>	PA2516
Manufacturer	CONMED	<b>Manufacturer</b>	CONMED
Catalog #	2516	<b>Catalog #</b>	2516
Current Price	\$170.00	<b>Alternate Price</b>	<b>\$153.59</b>
Packaging	CS	<b>Packaging</b>	CS
Quantity	10	<b>Quantity</b>	10
UM Cost	\$17.000	<b>UM Cost</b>	<b>\$15.359</b>
Yearly Expenditure	\$14,790	<b>Yearly Expenditure</b>	<b>\$13,362</b>
Yearly Demand	87	<b>Savings</b>	<b>\$1,428</b>
Rank of Item		Issue	There is a BASE UNCOMMITTED price under DAPA Contract Number SP0200-94-H-5042 with a manufacturer DAPA Holder of CONMED CORP
Current SOS	LCG	Category	SOS switch
	There is no CDMIA usage data.	NOTE	Item is not a DAPA top 2000 item.

\$1,428 saved at BAMC....



# Next Steps

AMEDDD

JOINT GROUP

- Capture credit card purchases
- Fully automate the analysis and application of Business Intelligence
- Expand beyond pilot sites to full production model
- Display results on web-based interactive “dashboard”
- Migrate site data to JMAR
- Establish “sustainment team” to help sites implement recommendations & monitor the system
- Implement Common Mfg naming in all wholesale and retail systems
- Monthly comparisons - PV and DAPA pricing
- Synchronicity among trading partners (GHX, PVs, etc.)
- Map generic & trade names
- Examine and improve the DMLSS UDR extract and daily update processes